

FIG. 2

TABLE 2

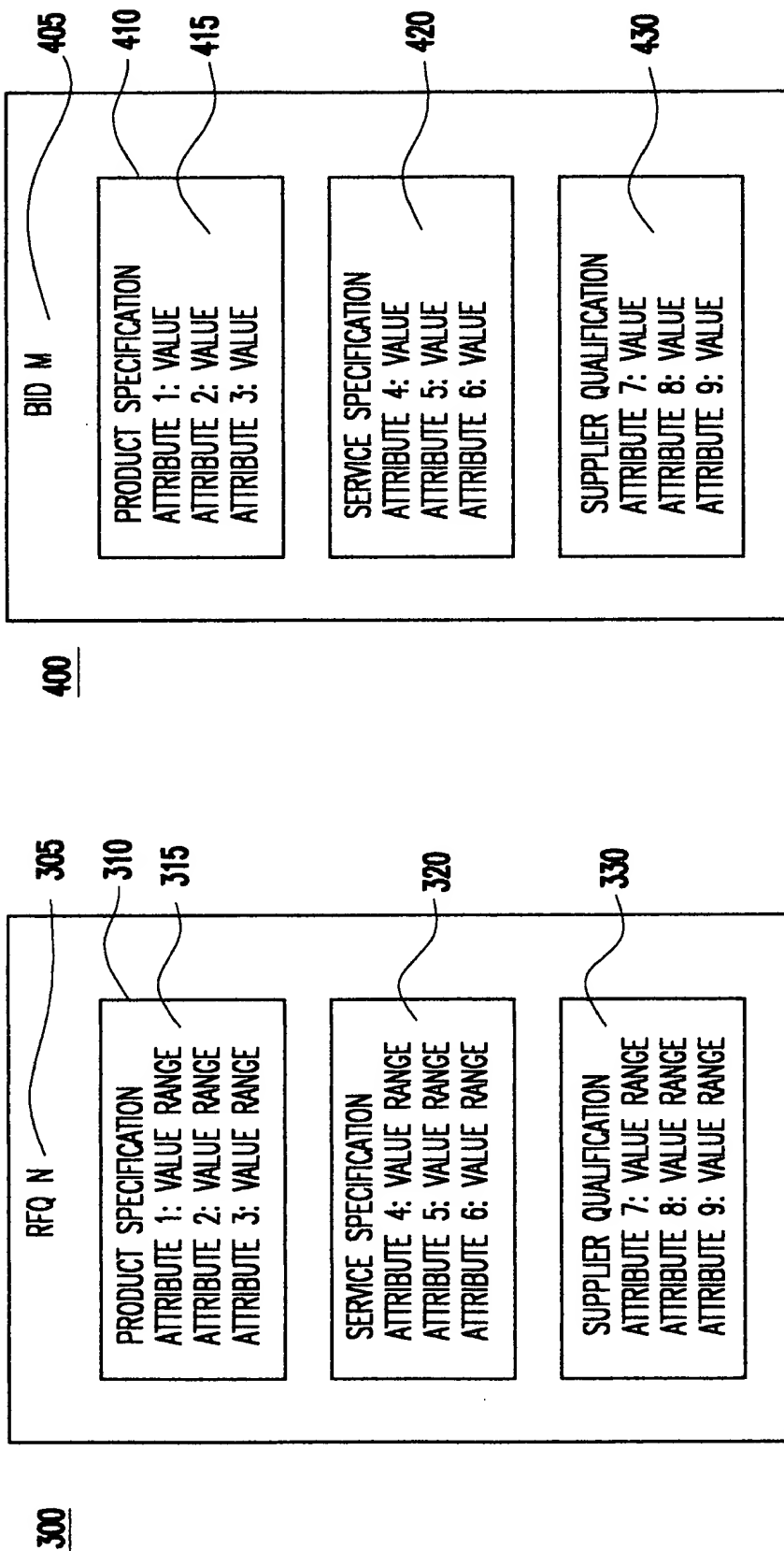


FIG.3

FIG.4

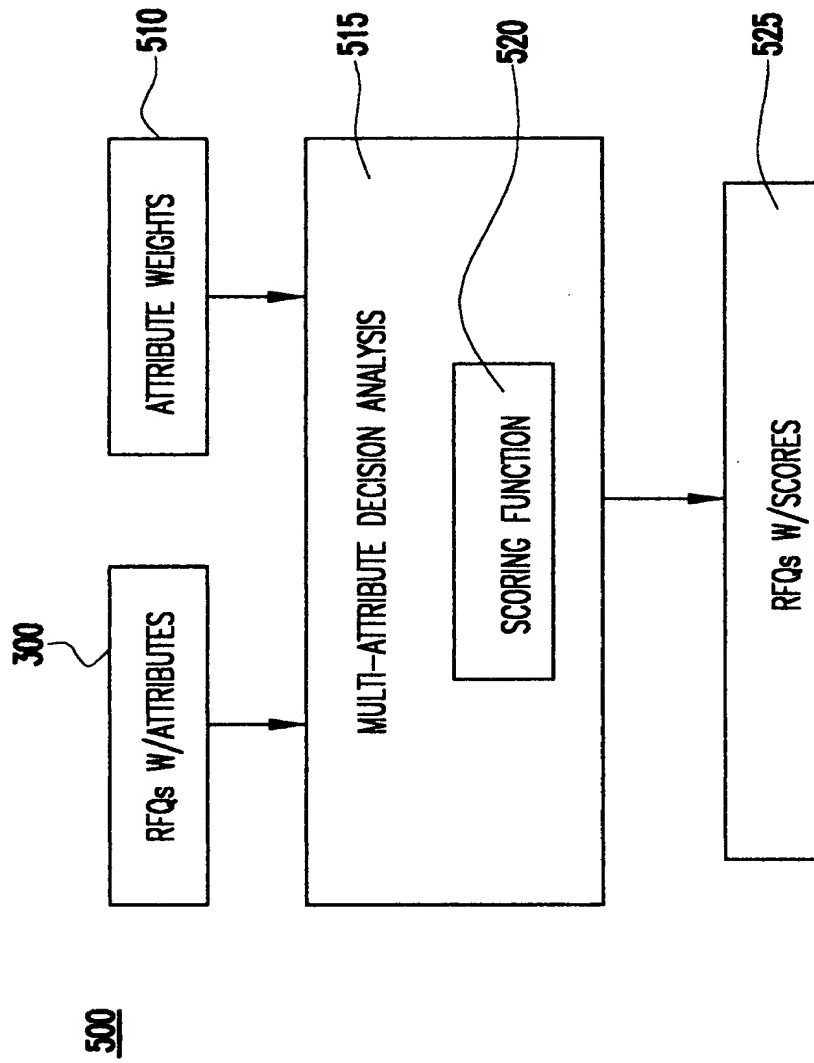


FIG.5

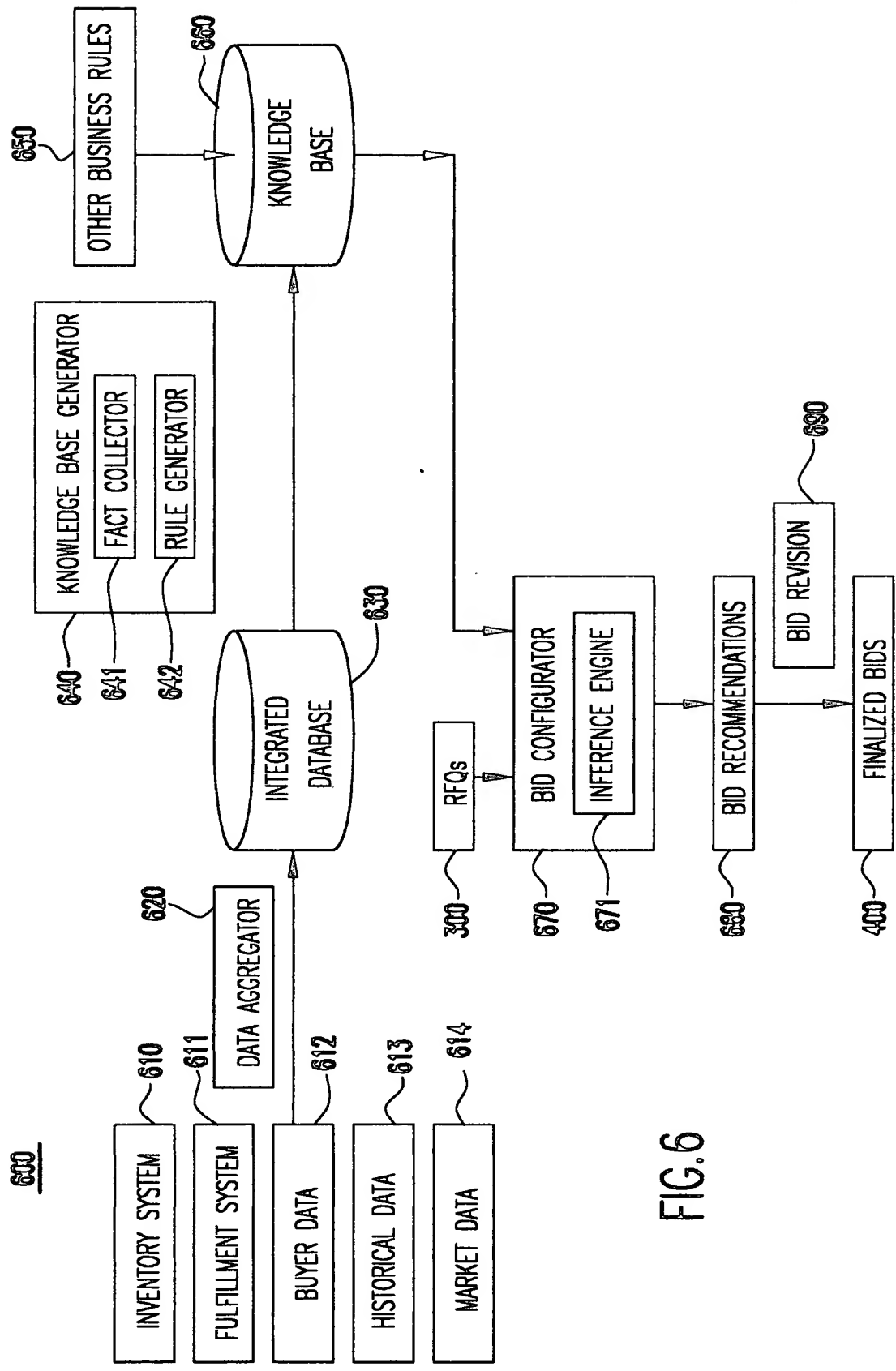
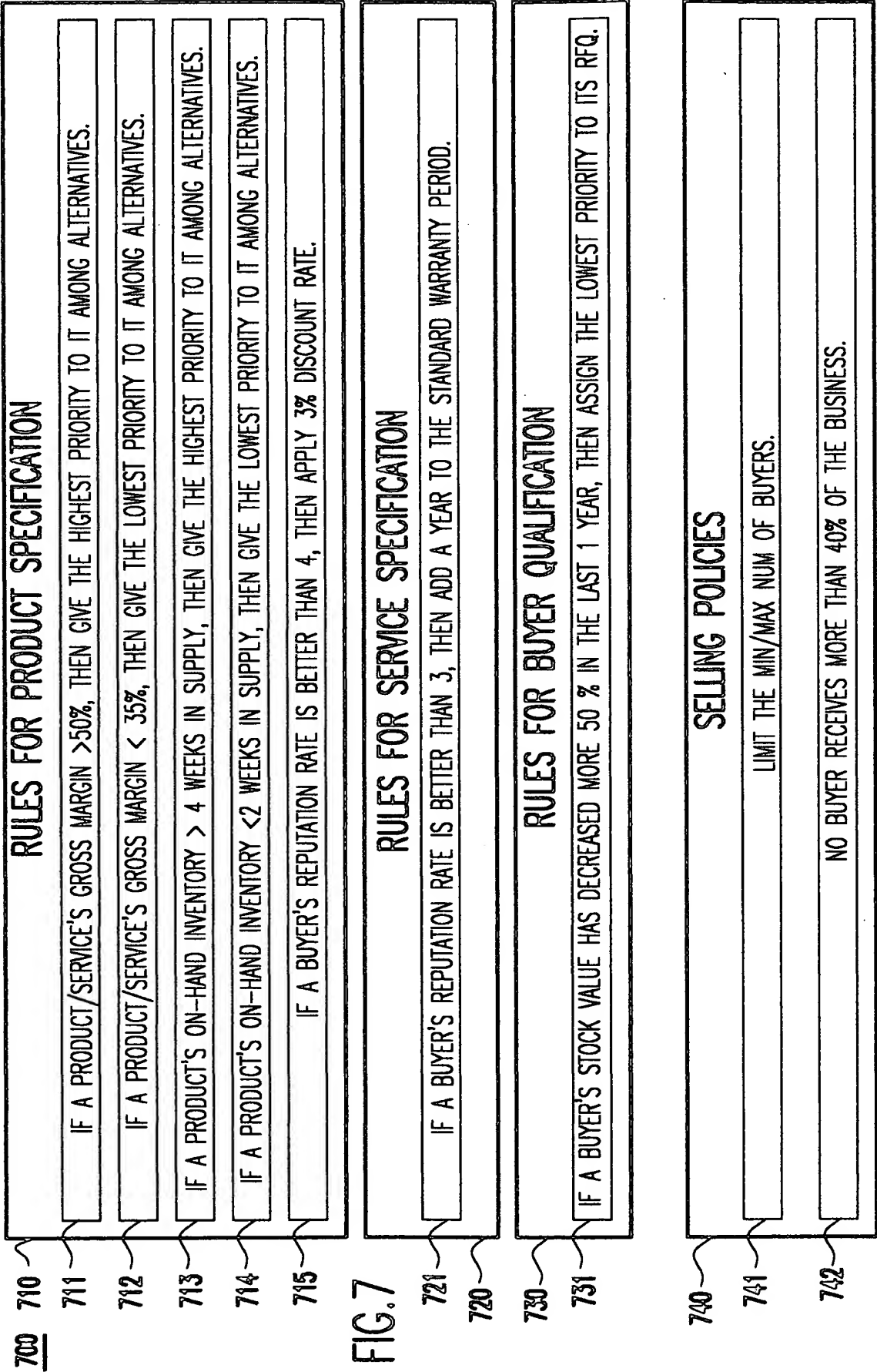


FIG.6



GROSS MARGIN (PRODUCT X) = 45%	805
GROSS MARGIN (PRODUCT Y) = 15%	810
ON-HAND INVENTORY (PRODUCT Z) = 3 WEEKS IN SUPPLY	815
ON-HAND INVENTORY (PRODUCT W) = 2 WEEKS IN SUPPLY	820
REPUTATION RATE (BUYER X) = 4	825
REPUTATION RATE (BUYER Y) = 2	830
STOCK VALUE(BUYER W) = 57	835
SUPPLIER RELATIONSHIP (BUYER Z) = 10 YEARS	840
STOCK MARKET INDEX(MARKET X) = 7251	845
AMOUNT OF DEALS IN 2000 (BUYER A) = \$327,250	850
BID SUBMISSION DUE (RFQ X) = MARCH 31, 2001	855
SOFTENING POINT (RFQ Y) = (300,350) DEGREE IN KELVIN	860

800

FIG.8